



G. N. Kuruc, Jr.
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Raritan Center
Edison, NJ 08837
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December 5, 1997

Ms. Kristen Guerriero
Amerada Hess Corporation
One Hess Plaza
Woodbridge, NJ 07095

Dear Kristen:

Referencing your letter of October 30 regarding display payment for locations # 32478, and # 38254:

- # 32478, Southhampton, NY: This location was not in compliance during the 3rd Quarter and is still not in compliance. The store has a total of 24 RJR Brand Facings. The minimum requirement for the Partners Program is 32 total facings. We are attempting to solve this issue with the Division Manager.
- # 38254, LeMoyne, PA: This location is in compliance. An error was made in deletion of payment. I will "double pay" the account for 4th Quarter 1997.

If you have any questions, please call me.

Sincerely,

Nick

G. N. Kuruc, Jr.

51847 3344

SISM35UN - M35

Account Contracts

12/05/97 08:29 AM

RJR Volume: 6

Account: 033916

HESS STATION #32478

Weekly Volume: 38

Territory: 122303 Route: 899 830 NORTH HIGHWAY SOUTHAMPTON NY

Corp: C Tax-ID: 000000000 Chain: 0353-02-01 HESS LONG ISLAND COP

Act	Type	Plan	Units	Rate	Amount	Eff Date	End Date	Call Date	NC Code
-	PACK OUTLET	NSL2A	1	60.00	60.00	01/96		11/21/97	23 D
-	PK OUTLT EH	MC	1	20.00	20.00	01/96		11/21/97	23 D
-	PK AC MAT	L3A	1	45.00	45.00	01/97	12/97	11/21/97	
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(A)dd CONTRACT (C)hange OR (D)elele CONTRACT (E)nding DATE FOR CONTRACT

NOTES

Next Account

Command>

Next Function<?>:

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---

Menu Help Next ==> Notes Zoom Cntr- Cntr+ Audit Chain M31 Exit

51847 3345

SISM35UN - M35

Account Contracts

12/05/97 08:29 AM

Account: 033916

HESS STATION #32478

RJR Volume: 6

Territory: 122303 Route: 899 830 NORTH HIGHWAY SOUTHAMPTON NY

Weekly Volume: 38

Corp: C Tax-ID: 000000000 Chain: 0353-02-01 HESS LONG ISLAND COP

NC

Act 5 CONTRACT NOTES:

Code

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7 23 D

7

--ACCOUNT WAS INSTRUCTED TO REMOVE ANY SAVINGS FACING T
HAT EXCEEDED 50% OF TOTAL SAVINGS FACINGS. CURRENTLY WE HAV
E 6 SAVINGS AND 24 TOTAL FACINGS (KAM latest correspondance
call for RJR minimum 32 facings). PM HAS 24 FP AND 6 SAVIN
GS FACINGS. 2/06 --Same situation exists today10/6

(A

Press ENTER or PF3 to return.

Com
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Help

Back

P-

P+

RACT

ES

?>:

PF12----

Lgoff

Rich:
PLEASE SEE
MOE BROOKS AND
ATTEMPT TO RESOLVE
THE SITUATION
THANKS!

51847 3346

SISM35UN - M35

Account Contracts

12/05/97 08:30 AM

RJR Volume:

Account: 645512

HESS STATION #38254

Weekly Volume: 103

Territory: 173802 Route: 147 STATE AND MARKET STREETS LEMOYNE PA

Corp: C Tax-ID: 000000000 Chain: 0353-02-03 HESS MID ATLANTIC CP

NC

Act 1 CONTRACT NOTES:

Code

This store is very much in compliance.

7
7
7

(A

RACT

ES

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Com

?>: _____

Ent

PF12----

Help

Back

P-

P+

Lgoff

51847 3347